

BENTON HARBOR PUBLIC LIBRARY

FINANCIAL REPORT

JUNE 30, 2006

Auditing Procedures Report

Issued under P.A. 2 of 1968, as amended and P.A. 71 of 1919, as amended.

Local Unit of Government Type <input type="checkbox"/> County <input type="checkbox"/> City <input type="checkbox"/> Twp <input type="checkbox"/> Village <input checked="" type="checkbox"/> Other				Local Unit Name Benton Harbor Public Library		County Berrien	
Fiscal Year End June 30, 2006		Opinion Date November 21, 2006		Date Audit Report Submitted to State February 8, 2007			

We affirm that:

We are certified public accountants licensed to practice in Michigan.

We further affirm the following material, "no" responses have been disclosed in the financial statements, including the notes, or in the Management Letter (report of comments and recommendations).

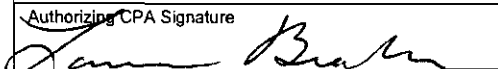
USE
ONLY

Check each applicable box below. (See instructions for further detail.)

1. ☒ ☐ All required component units/funds/agencies of the local unit are included in the financial statements and/or disclosed in the reporting entity notes to the financial statements as necessary.
2. ☒ ☐ There are no accumulated deficits in one or more of this unit's unreserved fund balances/unrestricted net assets (P.A. 275 of 1980) or the local unit has not exceeded its budget for expenditures.
3. ☒ ☐ The local unit is in compliance with the Uniform Chart of Accounts issued by the Department of Treasury.
4. ☒ ☐ The local unit has adopted a budget for all required funds.
5. ☒ ☐ A public hearing on the budget was held in accordance with State statute.
6. ☒ ☐ The local unit has not violated the Municipal Finance Act, an order issued under the Emergency Municipal Loan Act, or other guidance as issued by the Local Audit and Finance Division.
7. ☒ ☐ The local unit has not been delinquent in distributing tax revenues that were collected for another taxing unit.
8. ☒ ☐ The local unit only holds deposits/investments that comply with statutory requirements.
9. ☒ ☐ The local unit has no illegal or unauthorized expenditures that came to our attention as defined in the *Bulletin for Audits of Local Units of Government in Michigan*, as revised (see Appendix H of Bulletin).
10. ☒ ☐ There are no indications of defalcation, fraud or embezzlement, which came to our attention during the course of our audit that have not been previously communicated to the Local Audit and Finance Division (LAFD). If there is such activity that has not been communicated, please submit a separate report under separate cover.
11. ☒ ☐ The local unit is free of repeated comments from previous years.
12. ☒ ☐ The audit opinion is UNQUALIFIED.
13. ☒ ☐ The local unit has complied with GASB 34 or GASB 34 as modified by MCGAA Statement #7 and other generally accepted accounting principles (GAAP).
14. ☒ ☐ The board or council approves all invoices prior to payment as required by charter or statute.
15. ☒ ☐ To our knowledge, bank reconciliations that were reviewed were performed timely.

If a local unit of government (authorities and commissions included) is operating within the boundaries of the audited entity and is not included in this or any other audit report, nor do they obtain a stand-alone audit, please enclose the name(s), address(es), and a description(s) of the authority and/or commission.

I, the undersigned, certify that this statement is complete and accurate in all respects.

We have enclosed the following:	Enclosed	Not Required (enter a brief justification)		
Financial Statements	<input checked="" type="checkbox"/>			
The letter of Comments and Recommendations	<input type="checkbox"/>	No comments or recommendations		
Other (Describe)	<input type="checkbox"/>			
Certified Public Accountant (Firm Name) Laverne Breuker, Certified Public Accountant		Telephone Number 269-429-7364		
Street Address 2002 Lasein Drive		City St. Joseph	State MI	Zip 49085
Authorizing CPA Signature 		Printed Name Laverne Breuker		License Number 7368

CONTENTS

	<u>Page</u>
Management Discussion and Analysis	1 - 2
Independent Auditor's Report	3
Governmental Funds Balance Sheet/Statement of Net Assets	4
Statement of Governmental Fund Revenue, Expenditures and C+A200hanges in Fund Balance/Statement of Activities	5
Notes to Financial Statements	6 - 10
Budgetary Comparison Schedule	11

**BENTON HARBOR PUBLIC LIBRARY
MANAGEMENT DISCUSSION AND ANALYSIS
FISCAL YEAR ENDED JUNE 30, 2006**

Using This Annual Report

This annual report consists of three parts: Management's discussion and analysis; basic financial statements; and required supplementary information. The combination of these parts will show how the Library's services were financed in the short-term, as well as indicate what remains for future spending.

Condensed Financial Information

The tables below contain key financial information in a condensed format. Figures for both 2005 and 2006 are listed for comparison.

<u>Summary of Net Assets</u>	<u>2006</u>	<u>2005</u>
Current Assets	\$ 580,196	\$ 643,023
Capital Assets	<u>419,664</u>	<u>404,394</u>
Total Assets	<u>\$ 999,860</u>	<u>\$ 1,047,417</u>
Current Liabilities	\$ 26,604	\$ 163,749
Long-term Liabilities	<u>24,463</u>	<u>22,756</u>
Total Liabilities	<u>\$ 51,067</u>	<u>\$ 186,505</u>
Net Assets		
Restricted	\$ 30,100	\$ 30,100
Unrestricted	499,029	426,418
Invested in Capital Assets	<u>419,664</u>	<u>404,394</u>
Total Net Assets	<u>\$ 948,793</u>	<u>\$ 860,912</u>
 <u>Results of Operations</u>	 <u>2006</u>	 <u>2005</u>
Revenue		
Property Taxes	\$ 267,702	\$ 291,418
Renaissance Zone	80,358	76,529
Penal Fines	258,505	275,972
Township Contract	139,340	136,311
State Aid	19,926	23,990
Interest	20,121	8,086
Gifts and Memorials	21,894	10,264
Miscellaneous	<u>6,892</u>	<u>6,127</u>
Total Revenue	<u>\$ 814,738</u>	<u>\$ 828,697</u>
Expenses - Library Services	<u>726,828</u>	<u>696,800</u>
Change in Net Assets	<u>\$ 87,910</u>	<u>\$ 131,897</u>

The Library as a Whole

The Library's net assets increased by 10.8 percent during the year. This was due to revenue exceeding expenses by \$87,910.

The Library's primary source of revenue is from City property taxes which represent 32.9 percent of the total revenue. The Library's second largest source of revenue is from County penal fines which represent 31.7 percent of the total revenue. The Library's third source of revenue is an annual contract payment from Benton Township which represents 17.1 percent of total revenue.

Salaries and fringe benefits account for approximately 64.9 percent of the general operating expenditures. This is the largest expenditure in the total budget.

The second largest expenditure of the general operating budget was for materials for use by the Library's patrons (books, periodicals, newspapers, and audiovisual items) which represent 13.3 percent of the total budget.

The remaining expenditures are for utilities, supplies, building maintenance, and other expenses associated with the operation of the Library building.

Library's Budgetary Highlights

The fiscal year that ended on June 30, 2006 saw increased stability in Library operations. Gains from previous years were consolidated with increased emphasis on tailoring the collections to our users' needs. Technology updates were completed on schedule. Also, initial steps were taken by the Library Director and the Board to start the planning process for an extensive renovation of the Library building.

Resignations and retirements over the past five years have reduced staff hours to the lowest level in two decades. Despite this, the staff has continued to provide a level of service to the public that is at least equal to, and often greater than, the service of previous years.

The Library's fiscal health has continued to improve. After the audit adjustments the Library had a total fund balance of \$553,592 which would be enough to fund normal operating expenses in similar circumstances for approximately 9.3 months.

Contacting the Library's Management

This financial report is designed to provide our citizens, taxpayers, and other interested parties with a general overview of the Library finances and to demonstrate the Library's accountability for the resources that it receives. If you have questions about this report or need additional information, please contact the following individual:

Frederick J. Kirby, Library Director
Benton Harbor Public Library
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Benton Harbor, MI 49022

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Laverne Breuker

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November 21, 2006

Library Board
Benton Harbor Public Library
Benton Harbor, Michigan

I have audited the accompanying financial statements of the Benton Harbor Public Library as of and for the year ended June 30, 2006 as listed in the table of contents. These financial statements are the responsibility of the Library's management. My responsibility is to express an opinion on these financial statements based on my audit.

I conducted my audit in accordance with auditing standards generally accepted in the United States of America. These standards require that I plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. I believe that my audit provides a reasonable basis for my opinion.

In my opinion, the financial statements referred to above present fairly, in all material respects, the financial position and changes in financial position of the Benton Harbor Public Library as of and for the year ended June 30, 2006, in conformity with generally accepted accounting principles.

As described in Note 1, the Library adopted Governmental Accounting Standards Board Statement Number 34.

The management's discussion and analysis and budgetary comparison information on pages 1, 2 and 11 are not a required part of the basic financial statements but are supplementary information required by accounting principles generally accepted in the United States of America. I have applied certain limited procedures, which consisted principally of inquiries of management regarding the methods of measurement and presentation of the supplementary information. However, I did not audit the information and express no opinion on it.



Laverne Breuker

BENTON HARBOR PUBLIC LIBRARY
GOVERNMENTAL FUNDS BALANCE SHEET/STATEMENT OF NET ASSETS
JUNE 30, 2006

	General Fund Modified Accrual Basis	Adjustments (Note 10)	Statement of Assets
Assets			
Cash (note 2)	\$ 474,987	\$ -	\$ 474,987
Accounts receivable	90,359	-	90,359
Taxes receivable	300	-	300
Prepaid expenses	14,550	-	14,550
Capital assets (net of accumulated depreciation)	<u>-</u>	<u>419,664</u>	<u>419,664</u>
 Total assets	 <u>\$ 580,196</u>	 <u>\$ 419,664</u>	 <u>\$ 999,860</u>
Liabilities			
Accounts payable	\$ 13,808	\$ -	\$ 13,808
Accrued payroll	12,796	-	12,796
Accumulated employee benefits	<u>-</u>	<u>24,463</u>	<u>24,463</u>
 Total liabilities	 <u>\$ 26,604</u>	 <u>\$ 24,463</u>	 <u>\$ 51,067</u>
Fund balance/Net assets			
Reserved (note 3)	\$ 30,100	\$ (30,100)	<u>\$ -</u>
Unreserved	<u>523,492</u>	<u>(523,492)</u>	<u>-</u>
 Total fund balance	 <u>\$ 553,592</u>	 <u>\$ (553,592)</u>	 <u>\$ -</u>
 Total liabilities and fund balance	 <u>\$ 580,196</u>		
Net assets			
Invested in capital assets		\$ 419,664	\$ 419,664
Restricted		30,100	30,100
Unrestricted		<u>499,029</u>	<u>499,029</u>
 Total net assets		 <u>\$ 948,793</u>	 <u>\$ 948,793</u>

See accompanying notes to financial statements

BENTON HARBOR PUBLIC LIBRARY
STATEMENT OF GOVERNMENTAL FUND REVENUE, EXPENDITURES AND
CHANGES IN FUND BALANCE/STATEMENT OF ACTIVITIES
FOR THE YEAR ENDED JUNE 30, 2006

	General Fund Modified Accrual Basis	Adjustments (Note 10)	Statement of Activities
Revenues			
Taxes (notes 4)	\$ 348,060	-	\$ 348,060
Penal fines (note 5)	258,505	-	258,505
Charges for services - townships (note 6)	139,340	-	139,340
Gifts and memorials (note 7)	21,894	-	21,894
State aid and grants	19,926	-	19,926
Interest	20,121	-	20,121
Miscellaneous	6,892	-	6,892
			-
Total revenue	<u>\$ 814,738</u>	<u>-</u>	<u>\$ 814,738</u>
Expenses			
Salaries and wages	\$ 338,743	\$ 1,707	\$ 340,450
Fringe benefits	141,892	-	141,892
Books and related materials	98,686	(88,367)	10,319
Repairs and maintenance	54,360	-	54,360
Professional services	7,047	-	7,047
Memberships and dues	12,391	-	12,391
Conferences and travel	1,551	-	1,551
Insurance and bonds	7,955	-	7,955
Utilities	50,545	-	50,545
Capital outlay	9,971	(6,164)	3,807
Miscellaneous	17,278	-	17,278
Depreciation	-	79,233	79,233
Total expenses	<u>\$ 740,419</u>	<u>\$ (13,591)</u>	<u>\$ 726,828</u>
Excess of revenues over expenditures/ Change in net assets	\$ 74,319	\$ 13,591	\$ 87,910
Fund balance/Net assets - July 1, 2005	<u>449,174</u>	<u>411,709</u>	<u>860,883</u>
Fund balance/Net assets - June 30, 2006	<u>\$ 523,493</u>	<u>\$ 425,300</u>	<u>\$ 948,793</u>

See accompanying notes to financial statements

BENTON HARBOR PUBLIC LIBRARY
NOTES TO FINANCIAL STATEMENTS
JUNE 30, 2006

NOTE 1 - NATURE OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accounting policies of the Benton Harbor Public Library (the "Library") conform to accounting principles generally accepted in the United States of America, as applicable to governmental units. The following is a summary of the significant accounting policies:

In June 1999, the Governmental Accounting Standards Board issued Statement No. 34, *Basic Financial Statements - and Management's Discussion and Analysis - for State and Local Governments*. Certain of the significant changes in the Statement include the following:

A Management Discussion and Analysis section providing an analysis of the Library's overall financial position and results of operations.

Financial statements prepared using full accrual accounting for all of the Library's activities.

These and other changes are reflected in the accompanying financial statements (including notes to financial statements).

A. Reporting Entity

The Library is located in Benton Harbor, Michigan and is governed by an appointed seven-member board. The Library is primarily funded through a tax levy, fines and fees, and charitable donations. Revenue is used to operate and staff the Library. The accompanying general purpose financial statements have been prepared in accordance with criteria established by the Governmental Accounting Standards Board for determining the various governmental organizations to be included in the reporting entity. Based on the significance of any operational or financial relationships with the Library there are no component units to be included on these financial statements.

B. Measurement Focus, Basis of Accounting and Financial Statement Presentation

Government-wide Financial Statements

The government-wide financial statements (i.e., the statement of net assets and the statement of activities) are reported using the economic resources measurement focus and the accrual basis of accounting. Revenue is recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of related cash flows. Property taxes are recognized as revenue in the year for which they are levied. Grants and similar items are recognized as revenue as soon as all eligibility requirements imposed by the provider have been met.

The statement of net assets includes and recognizes all long-term assets and receivables as well as long-term debt and obligations. The Library's net assets are reported in three parts - invested in capital assets, net of related debt; restricted net assets; and unrestricted net assets.

NOTE 1 - NATURE OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES -
Continued

The statement of activities demonstrates the degree to which the direct expenses of a given function or segment is offset by program revenues. Direct expenses are those that are clearly identifiable with a specific function or segment. Program revenue includes (1) charges to library patrons who purchase, use, or directly benefit from goods, services, or privileges provided by a given function or segment and (2) grants and contributions that are restricted to meet the operational or capital requirements of a particular function or segment. Taxes and other items are not properly included among program revenues, and are reported instead as general revenue.

Fund Financial Statements

Governmental fund financial statements are reported using the current financial resources measurement focus and the modified accrual basis of accounting. Revenue is recognized as soon as it is both measurable and available. Revenue is considered to be available if it is collected within the current period or soon enough thereafter to pay liabilities of the current period. For this purpose the Library considers revenue to be available if they are collected within 90 days of the end of the current fiscal period. Expenditures generally are recorded when a liability is incurred, as under accrual accounting. However, debt service expenditures, as well as expenditures related to compensated absences and claims and judgments, are recorded only when payment is due.

Property taxes, state-shared revenue, and interest associated with the current fiscal period are all considered to be susceptible to accrual and so have been recognized as revenue of the current fiscal period. All other revenue items are considered to be available only when cash is received by the Library.

The Library reports the following major governmental funds:

The General Fund is the Library's primary operating fund. It accounts for all financial resources of the Library.

C. Capital Assets

Capital assets are defined by the Library as assets with an initial cost of more than \$1,000 and an estimated useful life in excess of two years. Such assets are recorded at historical cost or estimated historical cost. Donated assets are reported at estimated fair market value at the date of donation. Additions, improvements, and other capital outlays that significantly extend the useful life of an asset are capitalized. Other costs incurred for repairs and maintenance are expensed as incurred. Depreciation on all assets is provided on the straight-line basis over the following estimated useful lives:

Furniture and fixtures	10 years
Equipment	3 - 10 years
Improvements	5 - 30 years
Library books and materials	3 - 10 years

The Library has a collection of art work, statuary and historical memorabilia presented for public exhibition and education that is being preserved for future generations. The collection is not capitalized or depreciated as part of capital assets.

BENTON HARBOR PUBLIC LIBRARY
NOTES TO FINANCIAL STATEMENTS - Continued
JUNE 30, 2006

NOTE 1 - NATURE OF ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES -
Continued

D. Budget and budgetary accounting

An operating budget is developed at the beginning of each fiscal year by the Library Director. The budget is submitted to the Library Board for review and approval. The budget was prepared on a basis consistent with accounting principles generally accepted in the United States of America.

E. Compensated Absences

The Library's employees earn vacation and sick leave in varying amounts based on length of service. Unused vacation pay and sick leave may be accumulated and carried over to a subsequent year, subject to restrictions. Accumulated vacation pay is paid at the time of an employee's termination or retirement. A portion of accumulated sick leave may, under some circumstances, be paid upon retirement.

F. Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Actual results could differ from those estimates.

G. Risk Management

The Library has purchased commercial insurance for risks of loss, including torts; theft of, damage to, and destruction of assets; errors and omissions; workers' compensation and employee health and accident insurance. Settled claims resulting from these risks have not exceeded commercial insurance coverage in the past fiscal year.

H. Contributions

All contributions are considered to be available for unrestricted use unless specifically restricted by the donor.

NOTE 2 -CASH

The amount reflected as cash in the balance sheet is comprised of the following:

Certificates of deposit	\$ 64,738
Checking account	410,044
Petty cash and cash on hand	<u>205</u>
Total cash	<u>\$ 474,987</u>

NOTE 3 - RESERVED FUND BALANCE

On April 19, 1988 the Library Board established a "Memorial Trust Fund". During the year ended June 30, 1990 the trust fund received 800 shares of Whirlpool Corporation stock, valued at approximately \$23,500. The income produced by the fund is to be used for "general library purposes" while the principal is to be used "only for a special project as may be later designated."

BENTON HARBOR PUBLIC LIBRARY
NOTES TO FINANCIAL STATEMENTS - Continued
JUNE 30, 2006

NOTE 4 - TAXES

The Library levies a 3 mill ad valorem tax on the assessed valuation of the property in the City of Benton Harbor.

NOTE 5 - PENAL FINES

Penal fines revenue includes the following allocated fines for the year ended June 30:

City of Benton Harbor	\$ 104,695
Township of Benton	<u>153,810</u>
Total penal fines	<u>\$ 258,505</u>

NOTE 6 - CHARGES FOR SERVICES - TOWNSHIPS

The Library provides services to all residents of the City of Benton Harbor and the Township of Benton. Under an agreement with Benton Township the Library receives penal fines allocated to the Township (see note 5) and an amount equal to .4 mills of assessed valuation for Benton Township. For the year ended June 30 this amount was \$139,340. Subsequent to year end the Library entered into a new agreement with the Township. The agreement, effective for three years, provides for a contractual amount of \$143,000 per year.

NOTE 7 - GIFTS AND MEMORIALS

During the year ended June 30, 2006 the Library received various gifts and memorials. Although only a portion of these gifts and memorials may be restricted, they are all used for specific capital or equipment purchases. At June 30 the status of these funds is as follows:

Receipts	
Donations	\$ 19,407
Interest - trust fund	<u>2,486</u>
Total receipts	<u>\$ 21,893</u>
Disbursements	
Books and periodicals	\$ 522
Community promotions	<u>386</u>
Total disbursements	<u>\$ 908</u>
Excess of receipts over/ (under) disbursements	\$ 20,985
Fund balance from prior year	<u>113,009</u>
Gift and memorial fund balance included in fund balance	<u>\$ 133,994</u>

BENTON HARBOR PUBLIC LIBRARY
NOTES TO FINANCIAL STATEMENTS - Continued
JUNE 30, 2006

NOTE 8 - RENTS

Beginning with the fiscal year ended June 30, 1974, Library rent of \$18,100 has been paid to the Benton Harbor Building Authority by the Benton Harbor Permanent Public Improvement Fund.

NOTE 9 - PENSION

For the years ended June 30, 1982 and prior the Benton Harbor Public Library employees participated in the City of Benton Harbor Employees' Retirement System. During the year ended June 30, 1983 substantially all of the employees of the Library withdrew from that system, and established an employer contributed Individual Retirement Account. For the year ended June 30, 2006 the Library contributed \$34,350 to these accounts.

NOTE 10 - RECONCILIATION OF FUND FINANCIAL STATEMENTS TO GOVERNMENT-WIDE FINANCIAL STATEMENTS

Total fund balance and the net change in fund balance of the Library's governmental fund differs from net assets and changes in net assets of the governmental activities reported in the statement of net assets and statement of activities. This difference primarily results from the long-term economic focus of the statement of net assets and statement of activities versus the current financial resources focus of the governmental fund balance sheet and statement of revenue, expenditures, and changes in fund balance. The following are reconciliations of fund balance to net assets and the net change in fund balance to the net change in net assets:

Total fund balance - modified accrual basis	\$ 553,592
Capital assets are not financial resources, and are not reported in the funds	419,664
Compensated absences are included as a liability	<u>(24,463)</u>
Net assets of general fund - full accrual basis	<u>\$ 948,793</u>
Net change in fund balance - modified accrual basis	\$ 74,319

Amounts reported in the statement of activities are different because:

Capital outlays are reported as expenditures in the statement of revenue, expenditures, and changes in fund balance; in the statement of activities these costs are allocated over the estimated useful lives as depreciation:

Library books and materials	88,367
Furniture and equipment	6,164
Depreciation	<u>(79,233)</u>

Increase in the accrual for long-term compensated absences reported as an expenditure in the statement of activities, but not in the fund statements	<u>(1,707)</u>
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Change in net assets of general fund - full accrual basis	<u>\$ 87,910</u>
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BENTON HARBOR PUBLIC LIBRARY
BUDGETARY COMPARISON SCHEDULE
FOR THE YEARS ENDED JUNE 30

	2006 <u>Budget</u>	2006 <u>Actual</u>	Over (under)	2005 <u>Actual</u>
Revenues				
Taxes	\$ 326,000	\$ 348,060	\$ 22,060	\$ 367,937
Penal fines	262,000	258,505	(3,495)	275,972
Charges for services - townships	139,000	139,340	340	136,311
Gifts and memorials	12,000	21,894	9,894	10,264
State aid and grants	24,000	19,926	(4,074)	23,990
Interest	9,000	20,121	11,121	8,086
Miscellaneous	<u>10,000</u>	<u>6,892</u>	<u>(3,108)</u>	<u>6,127</u>
 Total revenue	 <u>\$ 782,000</u>	 <u>\$ 814,738</u>	 <u>\$ 32,738</u>	 <u>\$ 828,687</u>
Expenses				
Salaries and wages	\$ 340,000	\$ 338,743	\$ (1,257)	\$ 331,091
Fringe benefits	144,500	141,892	(2,608)	142,967
Office supplies	12,500	11,177	(1,323)	10,872
Repairs and maintenance	56,600	54,360	(2,240)	79,749
Professional services	8,000	7,047	(953)	7,427
Telephone	5,000	1,938	(3,062)	4,989
Conferences and travel	4,000	1,551	(2,449)	1,402
Insurance and bonds	9,000	7,955	(1,045)	8,135
Public utilities	51,600	49,268	(2,332)	42,943
Equipment rent	2,800	2,750	(50)	2,850
Membership and dues	10,500	12,391	1,891	9,693
Community promotion	2,000	2,353	353	1,375
Gift and memorial expenses	12,000	522	(11,478)	2,743
Furniture, fixtures, and equipment	14,000	9,449	(4,551)	3,520
Books, films, periodicals, etc.	102,500	98,686	(3,814)	96,826
Miscellaneous expenses	<u>2,000</u>	<u>337</u>	<u>(1,663)</u>	<u>888</u>
 Total expenses	 <u>\$ 777,000</u>	 <u>\$ 740,419</u>	 <u>\$ (36,581)</u>	 <u>\$ 747,470</u>
 Excess (deficit) of revenues over expenses	 <u>\$ 5,000</u>	 <u>\$ 74,319</u>	 <u>\$ 69,319</u>	 <u>\$ 81,217</u>